



News Release

Compellent Introduces New Tool to Assess Long-term Costs of Storage Solutions

Calculator Provides Accurate Estimate of Total Costs of Storage Ownership

EDEN PRAIRIE, Minn., Jan. 28, 2008 – Compellent Technologies, Inc. (NYSE Arca: CML) today announced a new tool for its business partners as they work with customers to assess long-term investments in storage solutions. The Compellent TCO Tool is a sophisticated calculator that analyzes and compares the total cost of ownership (TCO) of a variety of storage solutions, including the Compellent storage area network (SAN).

“CIOs need to be able to quantify the costs of storage solutions when they present their recommendations to C-level decision-makers in their organization,” explained Michael Beach, vice president of sales operations, Compellent. “This calculator enables them to input their IT specifications, such as storage needs and alternative vendor solutions, and compute a dollar amount tied to key data points, such as unused disk space, energy consumption – costs that go beyond simple comparisons of purchase price. This tool makes it possible for organizations to analyze and evaluate their storage solution costs over the long term *before* making a purchase decision.”

The TCO Tool is available to Compellent’s business partners through the company’s proprietary business partner portal. A basic version is available to the public on the company’s Web site at www.compellent.com/tco.

“Compellent provides their partners with so many tools and an incredible level of support; they make it easier for us to find, propose and close sales opportunities,” said John W. Ford, chairman and CEO of Insight Investments. “This tool helps uncover the hidden costs of some traditional storage solutions, which allows customers to make the best business decision possible.”

In addition to the new TCO Tool, Compellent has a comprehensive set of tools and support for its network of more than 150 business partners around the world, including:

- QuoteCenter – a web-based portal for designing real-time pricing
- Dedicated sales and technical resources in the field to support each sales opportunity
- Copilot Service and Support for installation, customer training, 24x7 technical support, hardware and software maintenance, and system optimization services
- Partner development teams provide logistical support on sales
- Demand generation support to deliver pre-qualified leads
- Partner development to assist partners on a daily basis
- Deal registration to eliminate in-market confusion

About Compellent

Compellent is a leading provider of enterprise-class network storage solutions that are highly scalable, feature-rich and designed to be easy to use and cost effective. Compellent Technologies’ principal offices are located in Eden Prairie, Minn. For more information, please visit: <http://www.compellent.com>.

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